



10/28/2013

Dear Valerie A. Nelson,

Burling Point is happy to provide you this proposal for your E-Rate Funding Year 2014 Internet Access application. Burling Point is the leading provider of technology solutions to K-12 schools nationwide. Our commitment to high quality customer service and experience with the E-Rate process makes Burling Point the right choice for your Internet needs.

The following page will detail the scope of our services, costs and pricing terms. We know your time is limited, so we have highlighted some items that we know are most important to you:

- 100% Uptime Guarantee
- 24/7/365 Customer Support
- Easy to understand, E-Rate compliant invoicing
- Net 30 day payment terms

In addition to high quality service, we understand that the issue you care most about is cost. We pride ourselves on always being upfront and clear on the costs of our services. We will never overcharge you, or hide any fees. You will find a summary of all costs, including E-Rate eligible taxes and fees, in this proposal.

We look forward to working with you and delivering your school the highest quality service available. Once you become a Burling Point customer, you will find that our experienced accounting team is very easy to work with and open to either SPI or BEAR E-Rate invoicing. On the rare occasion that you will need to contact our support staff, you will find them to be friendly, responsive and supremely competent.

Please feel free to contact me day or night with any questions or concerns about this proposal. To move forward with Burling Point as your service provider, please contact me directly at your convenience.

I look forward to working with you.

Sincerely,

A handwritten signature in black ink that reads 'David Wojtonik'.

David Wojtonik, Partner
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Internet Access Quote



Burling Point provides best-in-class internet access to schools across the country.
Call us today to see how we can help your school.

Customer:
Weston Preparatory Academy
22930 Chippewa
Detroit, MI 48219

SPIN: 143036812
Quote Date: 10/28/2013
Form 470: 791340001154834
Prepared By: David Wojtonik

Sample Monthly Internet Pricing for Detroit, MI

	1 Year	2 Year	3 Year
10 Mbps	\$1,729	\$1,599	\$1,534
50 Mbps	\$2,418	\$2,353	\$2,288
100 Mbps	\$2,730	\$2,665	\$2,600 Most Popular!
250 Mbps	\$5,265	\$4,740	\$4,251
500 Mbps	\$7,631	\$6,760	\$6,123
1000 Mbps	\$13,000	\$12,350	\$11,700

The above matrix details Burling Point’s pricing for high speed internet connectivity for Weston Preparatory Academy located in Detroit, MI We have provided you with several different options for both speeds and term lengths. The above pricing does not include any applicable setup fees. Please contact me directly for a quote that best meets the needs of your school.

100Mbps Example

Estimated Setup Fee:

\$1,000.00

After 90% E-Rate Discount:

\$100.00

Estimated Monthly Fee:

\$2,600.00

After 90% E-Rate Discount:

\$260.00

It would be my pleasure to provide the internet connectivity your school requires to deliver the highest quality education to its students. Please contact me directly to discuss our services.